

## **October 9, 2014 – Materials Management**

10:00 – 11:30 AM – **Life Safety Codes for ASCs**, Cathy Montgomery, RN

Objective:

- Explain the life safety requirements for ACSs
- Outline required safety checks
- Describe the current scope of the CMS Emergency Preparedness checklist and proposed initiatives

12:30 – 1: 45 PM - **Role of the Materials Manager in Effectively Managing Cost, Innovation & Technology and Just-In-Time Inventory Management**, Karl Bendy

Objective:

- Describe the role of the materials manager
- Discuss how the materials manager is essential to driving savings, innovations, technology and inventory practices in ASCs.
- Discuss best practices in supply operations
- Discuss the benefits of Just-In-Time inventory control methodology to save space, free up cash and reduce waste

2:00 – 3:30 PM - **The Four Keys to Success in Every Negotiation**, Michael Bohon

Objectives:

- Explain what must be addressed to have a successful negotiation
- Describe how you can best manage each of them for better outcomes

**DAY ONE: 4.25 CE**

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## **October 10, 2014 – Materials Management**

8:00 – 9:00 – Keynote: **National ASC Update**, William M. Prentice, MBA, JD

Objectives:

- Provide a Federal Legislative and Regulatory Update
- Provide an Overview of ASCA Activities

9:45 – 11:00 AM - **Tips, Tools and Tactics for Better Negotiation Outcomes**, Michael Bohon

Objectives:

- Outline 30+ lessons learned from over 40 years of negotiating experience
- Explain strategies to deal with:
  - “Funny money”
  - Splitting the difference
  - Your/Their aspirations
  - Objectivity
  - “Make me an offer” vs. Anchoring
  - And much much more

11:15 – 12:30 PM – **Managing Perioperative Supply Processes with Surgical Precision, Rich Setzer**

Objectives:

- Identify the bulk of the operating expenses are coming from
- Discuss strategies to reduce cost through efficiency improvement
- Discuss ways to improve operational costs and patient outcomes

12:50 – 1:50 Keynote – **10 Key Issues for ASCs**, Scott Becker JD, CPA

Objectives:

- Describe current legal and business trends for ASCs.

2:30 – 3:45 PM – **Mission Critical: Cost Containment and Fostering a Culture of Accountability**, Kathy Stoychoff, RN, BSN

Objectives:

- Describe strategies that can produce large scale cost savings quickly
- Describe initiatives that have worked and have been sustainable
- Discuss how the accountability of the team drives focused cost savings initiatives

**DAY TWO - 5.75 CE**

**Total: 10 CE**

**Continuing Education:**

Participants who successfully complete this program will receive 10 hours of continuing education. They may be applied toward ISM C.P.M. recertification and/or A.P.P. reaccreditation program requirements. ISM’s consent to provide a program number for this educational event is not an endorsement of this program or its content by ISM. Program number CEH-01-2014.